

**Responses to Questions/Clarifications Presented at Pre-Award Conference for
Annual Program Statement (APS) Number 383-09-500
Partnership for Eastern Economic Revitalization (PEER)
November 03, 2008**

Q1: Can costs incurred between now and the time of awarding the grant(s) be included in the funding?

A1: No

Q2: Can the continuation of on-going work, such as land issues, be considered for proposed funding?

A2: Yes, for future work. Consideration should be given to linking land issues with other activities.

Q3: Should the names of the lead organization's partners be mentioned in the concept paper?

A3: Yes, per the APS they MUST be mentioned along with proposed contribution.

Q4: If there is a partnership between an NGO and private sector entity, is there a restriction as to who should be the lead partner?

A4: There is no restriction. However the lead partner must be clearly identified and be able to comply with responsibility determination requirements per the APS.

Q5: Since you spoke about a 2nd round, does it mean additional funds? Or funds left over from the 1st round, as well as new funding? What can you tell us about the expectations of your additional funding, should it come through in April?

A5: The \$6 mn will be awarded the first round. We are anticipating additional funds but there is no way to know for sure, at this point, what will be approved by the U.S. Congress.

Q6: Would organizations who were awarded in the 1st round be able to apply for the 2nd round?

A6: Yes, by either submitting an entirely new concept paper or building on the initial activity that resulted in award of a grant.

Q7: In certain areas in the project document posted in the web, you have stated that a government organization cannot be a lead applicant?

A7: With the exception of universities, government entities are not eligible organizations.

Q8: If more than one company from a group is involved in a project, should the proposal be sent separately from both companies or can we present one proposal?

A8: A decision must be made as to who is going to be the lead organization under ONE concept paper.

Q9: Can one company submit more than one concept paper?

A9: Yes, for a different activity.

Q10: With regard to the Eastern province - from USAID's point of view, is there a preference between, Batticaloa, Trincomalee or any other district in the East?

A10: No

Q11: What would the work done between December and April taken as?

A11: Expenses incurred prior to the award of any grant will not be considered against the grant amount and will not be reimbursed.

Q12: Can it be considered matching fund?

A12: No

Q13: Will our bank be provided cash as a grant for us to lend out?
Or should we partner with somebody on this scheme?

A13: No. If however, a bank, as part of a consortium, is providing its own capital that amount could be considered as leveraging. Any lending institution or bank that wants to do lending or other financing in agribusiness could consider applying as part of a consortium with a lead partner.

Q14: With the inputs of a semi-privatized government marketing board as a partner would it be considered as leverage?

A14: Yes, if a government entity contributes money on a forward looking basis, as a minor partner.

- Q15: Are loans provided by micro-finance institutions considered match or are only grants considered match?
- A15: Such institutions could be partners if they are putting up their capital. That capital will count as matching funds it part of the overall implementation.**
- Q16: Need clarification on efficient links to markets... one of the focus areas would be the development of communication facilities - Will IT training be considered in these areas?
- A16: USAID has been engaged in development of IT centers and has established 55 to date. A redundant activity would not be competitive. However consideration will be given to, for example, training people in business development skills to link them more effectively to markets.**
- Q17: Where can we find the information on the current IT project?
- A17: USAID website <http://srilanka.usaid.gov/> under the Last Mile Initiative.**
- Q18: Should the composition of the match be 100% cash or can it be a percentage in cash and a percentage in kind?
- A18: It can be a mix. However, per the APS preference will be given to cash contributions.**
- Q19: Will different entities that are not the lead, be allowed to be part of two different awards?
- A19: Yes, as long as they are for different activities. Applicants are cautioned however, when proposing commercial entities, assurance must be provided that they are indeed sustainable.**
- Q20: In terms of the 2nd and 3rd phases, how many years do you see this going?
- A20: Up to 3 years - until 2012. However, the intention is to support sustainable concepts that will continue beyond the three years.**
- Q21: You mentioned that replication of ICT projects will not be funded, but if a project is directly providing job opportunities, which are ICT oriented, will you still fund it?
- A21: If a project is creating jobs USAID will certainly consider it.**

Q22: Can an NGO be the lead partner?

A22: Yes.

Q23. Can USAID funds be used to procure physical equipment needed inside a dairy plant?

A23. Yes

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